



October 19, 2011

Mr. Tom McMurtrie
Ann Arbor Systems Planning Unit – Public Services
100 N. Fifth Avenue
Ann Arbor, MI 48107
tmcmurtrie@a2gov.org

REF: Pricing for Toter Carts off MWA Agreement

Dear Ms. McMurtrie,

Toter Incorporated is pleased to honor pricing and terms from the attached “Offer to Extend Purchase Agreement Dated December 18, 2008 Between Metro Waste Authority and Toter Incorporated”. Although this Agreement is effective October 1, 2010 through September 20, 2020, we offer this pricing to the City effective immediately:

| <u>Cart Model(s)</u> | <u>Size of Cart</u> | <u>Current Pricing Per Cart</u> |
|----------------------|---------------------|---------------------------------|
| Model 79296 or 76596 | 96 gallons | \$48.41 |
| Model 79264 or 76564 | 64 gallons | \$43.26 |
| Model 79248 | 48 gallons | \$41.72 |

Toter also offers:

- 32 gallon carts** – Model 76532, at a \$5.00 deduction from our Model 79248 (48 gallon cart). All carts are priced in truckload quantities of carts and delivered, plus all other pricing and terms.
- UHF RFID Tag** – Please add \$0.75 per cart for a Ultra High Frequency (UHF) RFID Tag to be installed into the handle of the cart body at factory.
- In-Mold Label (IML) on Lids** – The City currently receives Toter #M385 and #M378 IMLs on cart lids. Either IML may be used on carts that currently receive them, at \$2.50 per cart.
- “Ready to Roll” EVR II Carts** - Above pricing for roll carts is based on carts shipped 1/3 assembled for Models 79296, 79264 and 79248 (stop bar and axle installed at factory), and unassembled for Models 76596, 76564 and 76532. Should the City of Ann Arbor desire for Models 79296, 79264 and 79248 to be shipped Fully Assembled, and “Ready to Roll”, please add \$3.35 to the above cart pricing for those models (other models cannot be shipped fully assembled).

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We value the City of Ann Arbor as a Toter customer, and we appreciate the opportunity to continue to serve the City in this way. Please advise if any further information or documentation is needed.

Sincerely,



Kellie K. Clark
Manager, Bids & Contracts
TOTER INCORPORATED
841 Meacham Road
Statesville, NC 28677
800-424-0422 (toll free)
704-872-8171 (phone)
704-878-0734 (fax)

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Enclosures